

P.O. Box 690, Jefferson City, Mo. 65102-0690

IN RE:

DEMITRIUS GLASS and

VERSATILE MANAGEMENT GROUP,

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MDI Case No. 04-0728581C

AHC Case No. 04-1128DI

**FINDINGS OF FACT, CONCLUSIONS OF LAW
AND ORDER OF DISCIPLINE**

W. DALE FINKE, Director of the Missouri Department of Insurance, hereby makes the following findings of fact, conclusions of law and order.

FINDINGS OF FACT

1. W. Dale Finke is the Director of the Missouri Department of Insurance (hereinafter, "Director") whose duties, pursuant to RSMo Chapter 375, include the supervision, regulation, and discipline of insurance producers.

2. Demitrius Glass ("Glass") was issued an insurance producer license by the Director number PR238505, which license expired on June 24, 2004.

3. Versatile Management Group ("VMG") was issued a business entity producer license by the Director number AG8013543, which license expires on November 7, 2005.

4. The Director filed a Complaint against Glass and VMG with the Administrative

Hearing Commission on August 19, 2004, seeking a finding that sufficient cause existed for disciplining Glass and VMG's producer licenses, based on information and allegations that they violated section 375.141.1(2), (4), and (8) RSMo Cum. Supp. 2004.

5. On January 12, 2005, a hearing was held on the Director's Complaints before the Administrative Hearing Commission. Glass and VMG appeared with counsel.

6. On July 25, 2005, the Administrative Hearing Commission issued its "Findings of Fact and Conclusions of Law", finding cause to discipline the producer licenses of Glass and VMG pursuant to § 375.141.1(2) and (4), RSMo Cum. Supp. 2004. On August 24, 2005, the Administrative Hearing Commission certified the record of its proceeding to the Director pursuant to § 621.110, RSMo 2000.

7. Thereafter, the Director mailed to Glass and VMG a notice of disciplinary hearing to be held at 1:30 p.m. on October 25, 2005, in the offices of the Director, 301 West High Street, Room 530, Jefferson City, Missouri.

8. Glass and VMG appeared at the disciplinary hearing with counsel. At the hearing, counsel for the Department of Insurance presented the decision, record and order of the Administrative Hearing Commission and, based on the recommendation of the Department's Investigations Section to revoke, recommended to the Hearing Officer that Glass' insurance producer and VMG's business entity producer licenses be revoked. Counsel for Glass and VMG presented evidence, including one (1) exhibit, which described Department fines assessed against certain Missouri insurance producers. However, such fines were assessed in cases that had not been filed with the Administrative Hearing Commission and no Administrative Hearing Commission cause order had been issued on any of them, unlike the present case.


9. The Department hereby adopts and incorporates the July 25, 2005, "Findings of Fact and Conclusions of Law" of the Administrative Hearing Commission referenced herein and does hereby find in accordance with the same.

CONCLUSIONS OF LAW

10. Pursuant to § 375.141, RSMo Cum. Supp. 2004 and § 621.110, RSMo 2000 the Director has the discretion to discipline Glass and VMG's producer licenses, including revocation of such licenses.

ORDER OF REVOCATION

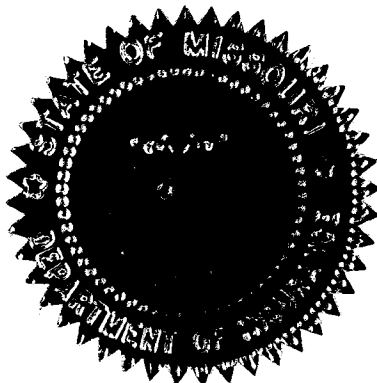
Based on the evidence presented and the recommendation of the Department to revoke, the insurance producer license of Glass and the business entity producer license of VMG are hereby revoked. So recommended by the Hearing Officer this 2nd day of November, 2005.




Kevin Hall
Hearing Officer

I have reviewed the entire record in this matter and I accept the hearing officer's recommended findings of fact, conclusions of law, and order.

SO ORDERED, SIGNED AND OFFICIAL SEAL AFFIXED THIS 4 DAY OF NOVEMBER, 2005.





W. DALE FINKE, Director
Missouri Department of Insurance

CERTIFICATE OF SERVICE

The undersigned hereby certifies that a certified copy of the foregoing document was forwarded by pre-paid first class mail this 7 day of November 2005, to:

Dorothy White-Coleman
White Coleman & Associates, LLC
500 Washington Ave., Suite 1080
St. Louis, MO 63101-2396
Attorney for Demetrius Glass and Versatile Management Group

A handwritten signature in black ink, appearing to be "C. White-Coleman", written over a horizontal line.